

Chandra Bhanu Gupta

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Career Objective:

Objective to work in an organization which provides opportunities for growth , learning and scope for the implementation of my skills and hence give my best to the organization .I am looking for Assignmmts in Sales & Marketing / Channel Sales /Corporate Sales.

Organizational experience:

Organization : BLACKDIAMOND MOTORS PVT LTD
Designation : Senior Sales Officer
Duration : 06/01/2020 to 18/11/2020

The Responsibilities include:

1. Working as a Regional Sales Head and generating Sales enquiry.
2. I am looking the market of **Bihar, Jharkhand ,West Bengal ,Odisha & UP(Varanasi, Gorakhpur & Kanpur)**
3. Mananging good relation with **General Manager , Zonal Head, Regional Head ,State Head ,ASM , TSM** of Oem's(**Tata Motors , Ashok Leyland, Mahindra, Eicher ,Bharat Benz**)
4. Managing good personal relation with customers and Dealers (**Tata Motors , Ashok Leyland, Mahindra, Eicher ,Bharat Benz**) of Bihar, Jharkhand ,West Bengal,Odisha & UP(Varanasi, Gorakhpur & Kanpur) and handling them .
5. Co-ordination with Sales team of Head Office for sales activity.
6. Proper execution of order & dispatch on the time by regular follow ups to the concern departments.
7. Co-ordination with Production Head and Design Team for smooth process and for fulfilling customer demands.
8. Responsible for Sales Support and reporting to National Sales Head.
9. Visit to Bihar, Jharkhand ,West Bengal,Odisha & UP(Varanasi, Gorakhpur & Kanpur) to generate Sales enquiry.
10. Managing good relation with Tata Motors Finance ,other financers and Bank Branch Managers.
11. Resolving Customer Complain with the help of Service Head etc.

Organization : TATA INTERNATIONAL DLT PVT LTD
Designation : Sales officer (Sales & Marketing)
Duration : 16/11/2018 to 30/12/2019

The Responsibilities include:

1. Back office related to sales activities(Quote generation, PI generation , Documentation related to SO punching.).
2. Handling plant visits of customers (demonstration of products & make them aware about product benefits).
3. Managing good personal relation with customers and handling them in absence of Zonal Sales Head.
4. Co-ordination with Sales team of Head Office & Zonal Sales head for sales activity.
5. Maintaining and collection of documents at Jamshedpur.
6. Proper execution of order & dispatch on the time by regular follow ups to the concern departments.
7. Co-ordination with Jamshedpur production team for smooth process.
8. Responsible for Sales Support and Assisting to Zonal Sales Head.
9. Visit to local (Jharkhand) & Sasaram area to generate Sales enquiry. 10. Visit to out station(Bihar, Westbengal, Odisha) as and when required.

Organization : DURADHAR ENTERPRISES (Mahindra Tractors Dealer)
Designation : Sales Executive
Duration : 01 /11/2017 to 12/11/2018

The Responsibilities include:

1. Monitoring and analyzing progress on monthly basis.
2. Generating Sales enquiry and convert into sales.
3. Managing good personal relation with customers.
4. Managing the daily branch activities viz.
5. Managing Sales & distribution
6. Handling of customer complaints.
7. Checking and verifying the physical stocks
8. Meetings with financiers and bankers for loans.

Educational qualifications

M.B.A

Major – Marketing

Minor - Finance

Institute of Buisness Management ,Lalit Narayan Mithila University, Darbhanga, with 73.16. % Year of passing 2017

Bachelor of Commerce (Hons)

C.M Arts College ,Lalit Narayan Mithila University , Darbhanga with 63 % Year of passing 2012

Intermediate – {Science (Maths) } , Darbhanga with 74% Year of passing 2009.

Other Allocades

- 1.Diploma in Computer Application And Accounting with “A” Grade.
- 2.Certificate in Computer Programming Language “C++” from **NIIT** with 59.99%.
- 3.“Commercial Banking” certification from **N.S.E** , Mumbai.

Project Undertaken

| <u>Organization</u> | <u>Project Title</u> | <u>Duration</u> |
|---------------------------|-----------------------|-----------------|
| Shiv Shakti wahan Pvt.Ltd | Customer Satisfaction | 6weeks |

Core Strengths

Good Presentation Skills
Relationship Building
Management and development
Team leadership

Personal Information

Date of Birth : 02nd February 1991
Gender : Male
Marital Status : Married
Language Known : English, Hindi, Bengali

Permanent Address : S/o .Nand kumar Gupta
Shivajee Nagar , Bashantganj , Gullowara
Po: Lalbagh, Dist: Darbhanga
State: Bihar , India

Date :
Place : Darbhanga

Signature
Chandra Bhanu Gupta

